

THE COUNCIL FOR TOBACCO RESEARCH-U.S.A., INC.  
900 THIRD AVENUE  
NEW YORK, N.Y. 10022

ROBERT F. GERTENBACH  
PRESIDENT

July 6, 1987

Mr. Hugh Cullman  
Vice Chairman  
Philip Morris Companies, Inc.  
120 Park Avenue  
New York, NY 10017

Dear Hugh:

At the Board of Directors' meeting on December 12, 1986, \$15,210,000 was assessed as dues to be paid by Class A members of The Council for the fiscal year 1987. The first installment of said dues based on 2.72 cents for each 10,000 tax-paid cigarettes has been paid and totals \$1,520,712, leaving net unpaid dues totaling \$13,689,288.

Your Company's proportionate share of the first installment was \$581,120 or 38.214%. Applying this percentage to the \$13,689,288 unpaid balance, a total of \$5,231,229 remains to be paid in eleven installments by Philip Morris Incorporated.

Will you please return a check to this office for \$951,132 representing your Company's second and third installments of 1987 dues.

The check should be made out to THE COUNCIL FOR TOBACCO RESEARCH-U.S.A., INC.

Cordially,

R. F. Gertenbach

RFG/lp

cc: Mr. Thomas F. Ahrensfeld  
Mr. Alexander Holtzman